Message Text

UNCLASSIFIED

PAGE 01 ACCRA 06071 271553Z ACTION AF-10

INFO OCT-01 ISO-00 EB-08 /019 W

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R 271126Z JUL 78

FM AMEMBASSY ACCRA

TO USDOC WASHDC

INFO SECSTATE WASHDC 4791

UNCLAS ACCRA 6071

E.O. 11652: N/A TAGS: BEXP GH

SUBJECT: ADS REQUEST: SWAN ELECTRONICS CORP., OCEANSIDE, CA.

REF: COMMERCE CD-144, MAY 10, 1978

BECAUSE OF PRESENT POOR TRADING CONDITIONS HERE, FIRMS ARE BECOMING INCREASINGLY RELUCTANT TO ACCEPT NEW AGENCIES REGARDLESS OF MARKET POTENTIAL. EVEN FIRMS WHICH PREVIOUSLY EXPRESSED INTEREST IN SWAN PRODUCTS (SEE ACCRA 0369 OF 1/17/75) ARE NO LONGER WILLING TO ACCEPT FRANCHISE FOR SAME REASONS. GHANA SUFFERS CONTINUING FOREGN EXCHANGE CONSTRAINT AND IMPORTS ARE OFFICIALLY REGULATED. PURCHASES ALLOWED ARE OFFICIALLY RESTRICTED TO IMPORTANT FOOD ITEMS, DRUGS AND URGENTLY NEEDED CAPITAL GOODS AND SPARES. IMPORT PERMITS AND FOREIGN EXCHANGE ALLOCATIONS ARE USUALLY DIFFICULT TO OBTAIN. UNCERTAINTY COMPOUNDED BY RECENT CHANGES IN GOVERNMENT AND ANNOUNCED INTENTIONS TO OVERHAUL TRADING PROCEDURES AS PART OF GENERAL ECONOMIC REVIEW. CONSEQUENTLY, EMBASSY UNSUCCESSFUL IN FINDING ANY FIRMS SERIOUSLY INTERESTED IN PRODUCTS AT THIS TIME. ONLY THE FOLLOWING COMPANY HAS EXPRESSED SOME (UNENTHUSIASTIC) INTEREST BUT UNDECIDED ON REPRE-SENTATION UNTIL ITS PROSPECTS FOR IMPORT QUOTA ARE KNOWN. IT PROMISED TO COMMUNICATE DECISION DIRECTLY TO U.S. FIRM IN DUE DEVELOPMENT TRADE AGENCIES LTD. P.O. BOX 9813

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AIRPORT, ACCRA

CONTACT: MR. H. EDDIE PLANGE, MANAGING DIRECTOR

PHONE: 29909 TELEX: 2023 CABLE: DEVTRACIES, ACCRA.

PREP: PETER A. HENNISON APPROVED: ALBERT L. GLAD. HOLMES

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Message Attributes

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Disposition Remarks:
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Subject: ADS REQUEST: SWAN ELECTRONICS CORP., OCEANSIDE, CA.

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